



Emerging Markets

Recognizing the growth of Emerging Markets and the Cross-border activities between corporations, investors, and individuals from these markets and the United States, McLaughlin & Stern has established its emerging markets practice. Currently, the Firm is engaged in a wide range of activities including aiding entrepreneurial companies in China and East Asia to go public in the United States, advising Institutional Investors in the United States assets, and advising United States companies in establishing operations in the Middle East to participate in the region's infrastructure spending. The Firm also represents a wide range of clients in Korea, Japan, Chile, Brazil and Argentina.

With an initial focus on the SME sector, the Emerging Markets Practice is distinguished by the personal service and comprehensive strategic and tactical advice that is the hallmark of the Firm.

Emerging markets depend on trade of physical products. The Firm's attorneys work extensively with clients on issues they face with physical product trades including:

- Negotiating, drafting and litigating the many types of contracts involved in product trade including purchase, sale and transportation contracts.
- Product quality/quantity issues
- Finance (loans, letters of credit) issues
- Shipping issues (see Maritime and Commodity Trading and MSWAT webpages)